

Procurement Reform Progress Report

3rd Quarter 2012 Update



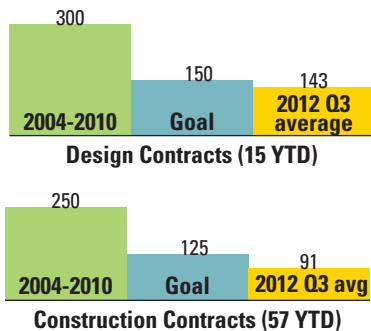
It's easier to do business in King County

In March 2010, County Executive Dow Constantine launched the Procurement Reform Initiative to provide a more efficient and equitable environment for contracting firms to do business with King County. The high level goals of this program were to:

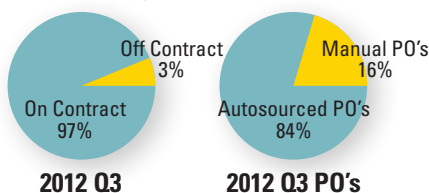
- Increase Efficiency and Lower Cost
- Expand Opportunities for Small Business

King County is more efficient

- Dramatically reduced processing time on design and construction contracts, dropping the average days to completion by more than 50%:

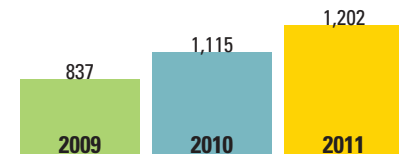


- Saved \$118,000 by reducing paper.
- Online vendor registration system redesigned to help contractors apply.
- 42 separate public works projects launched with first county job order contract.
- Reduced staff costs by \$92,000 through use of streamlined job orders and larger work order contracts.
- Drove over 95% of County spend to contracts and used automated purchase orders for over 80%. This speeds process and adds value for contractors and County.

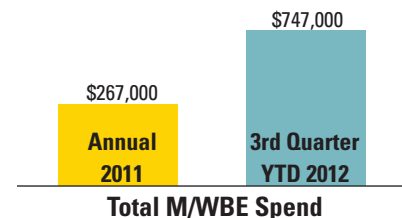


King County has increased equity

- Increased construction contract awards by 90% to small contractor and supplier (SCS) firms.
- Expanded one-stop small business certification to Port of Seattle and Sound Transit.
- Significantly increased total number of SCS-certified firms.



- Doubled value of new work order contracts to \$1.25 million and increased SCS portion to nearly 9 percent.
- Doubled Minority/Women Business Enterprise (M/WBE) construction dollars paid in first half of 2012.



- Created \$2.4 million of subcontractor work as part of first county job order contract.
- Instituted the Small Business Accelerator program to assist small firms competing for designated contracts.

// King County got it right! //

— Eileen Forrester
True North, Inc.

// I've made it on at least five teams because of King County's SCS program. //

— Jon Kemp, EnCo Environmental



What's Next?

2012 - 2014:

- All-electronic, paperless process for certain county contracts.
- Expanding e-signature usage.
- Continuing Lean Process contracting improvements and performance measures to add customer value and reduce waste.
- Expanding regional SCS-certification process to other public agencies.
- Doubling the expedited Job Order Contracting capacity to \$8 million annually.
- Roll-out of a Small Business Accelerator program, adding value to SCS certification.
- Ensuring all invoices are paid in a timely fashion.
- Increasing overall number and dollar awards to SCS and Minority/Women Business Enterprises.

Let us know what you think

Do you have any questions or comments for us? Let us know

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Some Recent Job Order Contracting (JOC) Projects for 2011-2012



Window Washing Track Repair



Redmond Awning Installation



Building Exterior Cleaning

// The new contract boilerplate is much easier to understand and makes negotiations far simpler. //

— Ann McFarlane,
County Solid Waste Division

// Job order contracting has been a huge benefit for us. We now get paid much sooner. //

— Robbin McAndrews,
Jormac Electric

// Being SCS certified gave me leverage to be chosen as a sub on a recent, large contract. //

— Phil Zeutenhorst,
Lacey Glass